



# ANDRIY NIKOV

Leadership | Business Development | Negotiations

Results-oriented account manager with a track record of managing multi-million euros customer portfolio. Expertise in engineering and marketing, combined with a passion for finance and sales development. Seeking an opportunity to take on a greater responsibility within account management and sales strategy.

## Work Experience

### Schneider Electric (Rueil-Malmaison, France)

01/2021 - Present

#### Regional Account Manager

Currently managing a +4M€ portfolio of contractor and integrator accounts within the Île-de-France region of energy management products, services and software.

#### Achievements:

- Sales growth by 21% for the Île-de-France area.
- Customer accounts retention rate of +85% during the most challenging years.

#### Key Responsibilities:

- Negotiation of annual special price agreements ensuring profitability.
- Customer advisory and expert guidance on product selection.
- Identification of new growth opportunities.
- Up-selling and cross-selling of diverse product lines.
- Collaboration with internal teams to improve customer experience.

### Schneider Electric (Grenoble, France)

10/2019 - 12/2020

#### Application Engineer - Channel Marketing

Design and creation of marketing material for global account managers through the identification of product unique selling points. Collaboration with R&D teams to define new products technical specifications.

#### Projects:

- Establishment of new sales channels.
- Digital transformation of existing sales processes.

#### Key Responsibilities:

- Market segmentation and analysis.
- Product support.
- B2B sales development.
- Loyalty programs creation for contractors.

### Schneider Electric (Rueil-Malmaison, France)

04/2016 - 09/2019

#### Electromechanical Test Engineer - Network Connectivity Laboratory

As an apprentice engineer and part of the R&D team, I developed, tested and validated various electronic and mechanical parts for networking applications.

#### Projects:

- Tests design and validation for a new connector generation.
- PCB design for cable analyzers.
- Network connectors test bench design.

#### Key Responsibilities:

- Conceptual design and CAD drawings of testing equipment.
- Network quality analysis & data transmission performance tests.

## Education

### Grenoble Ecole de Management

Mastère Spécialisé® - Technology and Innovation Management  
Thesis: Boosting engagement in B2B sales for contractors.

2020

### CNAM Paris

Master's in Electrical Systems Engineering  
Including an engineering exchange program at Beijing University - China.

2019

- 31 Years
- Driving Licence
- Paris, France
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- Andriy Nikov

## Skills

### Business

Marketing  
Business Development  
Sales Pipeline Management  
Consultative Selling  
Prospecting

### Enterprise Software

CRM - Salesforce  
CPQ - Oracle  
Marketing Automation

### Information Technology

MS Office  
MS Project  
Power BI

## Languages

<b>French</b>	Bilingual
<b>English</b>	Bilingual
<b>Ukrainian</b>	Native
<b>Bulgarian</b>	Native
<b>German</b>	Beginner
<b>Russian</b>	Advanced

## Interests

